Workplan Logistics

I. Selling/Execution Detail

Month: June

Promotion: SALEM Tear Tape (30¢ Off 1 Pack)

Promotion #: 800438 (Drive Period 806 for promotional product orders)

Item #: 541964 Display

Segment: Partner Pack Outlets as "identified" on grid for SALEM

SKU Quantity: 40

Placement/MSA Reporting: SAL 98 .30/1 PK

Reporting Dates: 6/1/98 - 7/31/98

Promotion Details: 1) Promotion Description: SALEM 30¢ off 1 pack tear tape. Product is in white promotional cartons.

2) Materials Description: SALEM 40-Pack Display/Shipper (1/SKU) includes paster. Pack Replica POS #541973 (NEW!)

3) Recommended Displays: #541964 - Utilize SALEM $1.50 display payment.

Pricing Details:
- Invoice Description: SALEM $.30/PK
- Pricing: Reduced list price.
- Terms: Standard 3.25% .5% EFT
- Additional Allowance: N/A

Promotional Packaging UPC: N/A

Product UPC:	Packs	*Carton	Cases
FF 85	0 12300-12039	9 724461000	24194
Lt 85	0 12300-12439	9 724458000	24196
FF 100	0 12300-12239	9 724462000	24195
Lt 100	0 12300-12539	9 724460000	24197

VAP Payment Per 6M Case: 1) Pack Only: $4.75 per promoted 6M case ($0.64 per SKU of 40)
2) Pack and Ship: $7.00 per promoted 6M case ($0.94 per SKU of 40)

II. Promotion Timing

Allocations Available: Stub model will be utilized to obtain quantities

Model Available: N/A

Allocation Adjustments to Stub: 3/27/98

Templates Available: 4/6/98

Valued-Added Transfer Deadline: N/A

First Order Date: 5/4/98

First Ship Date to Direct Accounts: 5/25/98

VAP/Delivery Date to Retail Accounts: 6/8/98

Last Delivery Date to Direct Accounts: 6/26/98

Roll Remaining Allocations to National/Clean-Up: N/A

* *Promotional carton UPC will not be printed on the carton. Provided for communication purposes only to direct accounts as needed.*

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Source: https://www.industrydocuments.ucsf.edu/docs/glcn0000

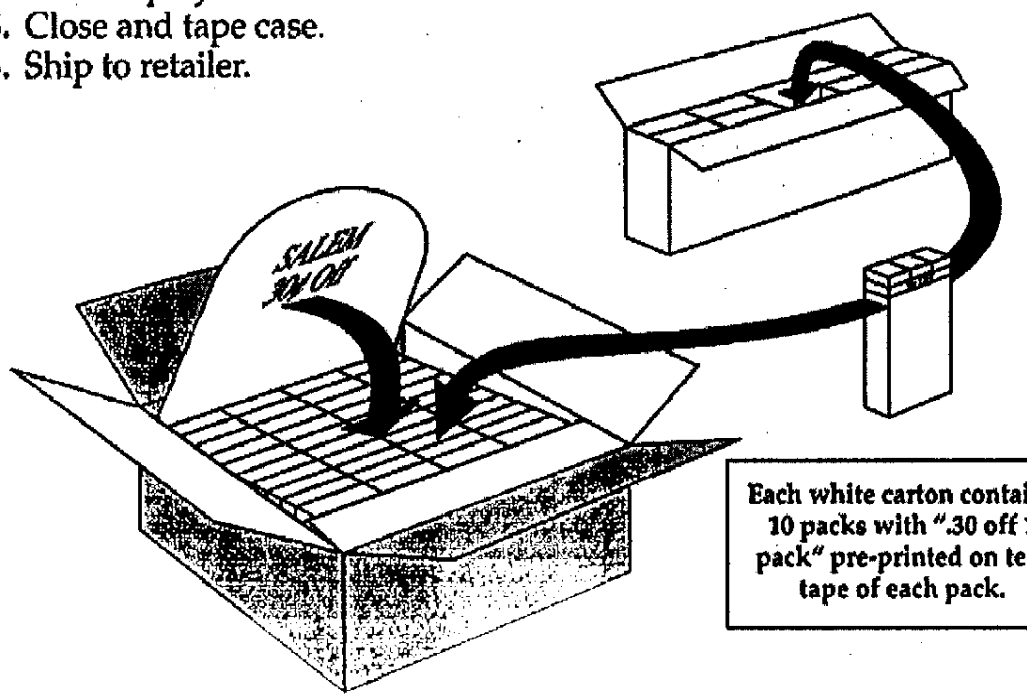
WHOLESALER PACKING INSTRUCTIONS

SALEM TEAR TAPE 2ND QTR '98

June SALEM 30¢ OFF 1 Pack Tear Tape

STEPS

1. Open SALEM 30¢ OFF 1 pack shipping case.
2. Place 40 packs of "tear tape" product in display.
3. Load 10 packs of same brand style in each row.
4. Fold display header card down.
5. Close and tape case.
6. Ship to retailer.



Each white carton contains 10 packs with ".30 off 1 pack" pre-printed on tear tape of each pack.

Item# **Description**
541964 SALEM 40 Pack Shipper/Display
Promotion Reporting Description: SAL 98 .30/1 PK

Brand Style						
Number of Cartons						

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Source: https://www.industrydocuments.ucsf.edu/docs/glcn0000